

G-Cloud 15 Pricing Document

MDClone

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Pricing Approach

Our pricing approach is designed to provide the best possible value for money, combined with flexibility on a tailored deployment to suit all customers and can work up bespoke options to suit local information governance, infrastructure requirements and processes.

Our goal is to enable health systems to deliver data-driven improvement in patient care, continuous performance improvement, faster research and safer collaboration. MDClone's ADAMS platform enables health systems across the world to do exactly this and our pricing approach reflects the self service capabilities withing our platform – we provide a platform where health systems are not reliant on scarce internal/external analytical resources and our set up and training enables organisations to be self sufficient in key tasks such loading additional data or enriching your data through our self service NLP suite yourselves meaning you are not locked in to needing additional services from us. And for health systems that do choose additional support we have a team of experts to suit your needs

Our commercial approach always includes:

- A one off set up fee which includes onboarding
- A license agreement

And if needed we can provide the following additional services:

- Data Load
- Use Case cohort creating
- Training
- NLP Development

Importantly we do not move data outside of your firewalls and we do not have remote access to it – we enable you to improve care, speed up research and lead innovation and collaborate more safely.

Pricing Model

We have significant experience of deploying across a range of Electronic Patient Record systems including in- house solutions.

Our discounted pricing for G-Cloud 15 covers two different packages:

1. **Premium** - includes unlimited users and unlimited number of use cases
2. **Core** – includes unlimited users and up to 30 use cases per year with the options to purchase discounted packages of 50 additional use cases or single use cases

G-cloud 15 Pricing – Premium

	Tier 3	Tier 2	Tier 1
Set up and onboarding fee (one off)	£300,000	£350,000	£400,000
License (annual)	£400,000	£500,000	£750,000

Table 1: G-Cloud 15 Premium pricing

G-cloud 15 Pricing – Core

	Tier 3	Tier 2	Tier 1
Set up and onboarding fee (one off)	£300,000	£350,000	£400,000
License (annual)	£150,000	£200,000	£250,000
Price per 50 additional use cases	£250,000	£350,000	£450,000

Table 2: G-Cloud 15 Core pricing

Additional optional fees:

Additional services	Fee
Data Load	£60,000 / per medical domain
Use Case	£20,000 / Use case
Training	£25,000
NLP Development	£20,000 / NLP model

Table 3: Additional optional fees

Key assumptions:

- Prices exclude VAT
- Up to 7 medical domains for Tiers 1-3
- 1 source system per medical domain
- Set up and onboarding fee is a one-off fee. This includes works to set up datalake, install MDClone, load relevant data and training of key personnel to use the platform and load data independently of MDClone
- Specific arrangements can be priced upon request to comply with local information governance arrangements, infrastructure and all projects will be subject to both a jointly agreed sizing agreement
- Tier 1 includes national organisations, large commissioning bodies serving typically 1 million+ populations and large multi-site acute trusts with typically 1,000+ beds; Tier 2 includes ICBs serving typically under 1 million people, acute trusts with typically fewer than 1,000 beds and community trusts; and Tier 3 includes primary care providers